



NEWS RELEASE

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SBA's CONTRACTING CONFERENCE OFFERS ACCESS TO CUTTING-EDGE SEMINARS, TRENDS

WASHINGTON -- The U.S. Small Business Administration (SBA) will hold a procurement conference and business opportunity expo in Washington, DC that will give participants a chance to network and negotiate deals with key buyers in the \$200 billion-per-year federal marketplace. The conference, scheduled for June 8 to 10, also will offer a seminar series that will explore breaking developments in the fast-changing arena of federal procurement.

"I'd urge any small business with an interest in federal contracting to put this June conference on the 'must attend' trade show list, especially if you're one of the newer, smaller firms," said SBA Administrator Aida Alvarez. **"The SBA has a 'New Markets' initiative that can help you become an active deal-maker. You just need to get into the information loop and this conference can make that happen."**

The 32nd Annual Joint Industry/SBA Procurement Conference and Business Opportunity Expo is expected to attract hundreds of small and large businesses from around the country. Many are completing the on-line registration now available at <http://www.sba.gov/gc/expo.htm> .

The seminar schedule features:

Access to Capital: Exploring traditional and non-traditional forms of capital, and the commitment to increased lending that some have made to the small business community;

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Access to Markets: Dealing with the opportunities and challenges of doing business with the federal government and how this can all lead to new markets for the new century.

New Small Business Initiatives: Measuring how changes to federal procurement may affect the small business sector, updating program developments at the SBA and adopting technology to enhance competition.

Organizations that have already secured booth space include The Boeing Company, American Express, Lockheed-Martin, Raytheon Systems, Unisys, PEPCO, Northrup-Grumman and the General Services Administration. Also planning to attend are the Big Three Automakers, General Motors, Ford and DaimlerChrysler.

The event is co-sponsored by the Tri-Association Small Business Advisory Council (TRI-AD) and the National Contract Management Association. The U.S. Department of Defense and several corporate organizations are underwriting some of the costs for this conference.

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